

Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 PM-03 NSC-05 SP-02 SS-15 RSC-01 AID-05

CIAE-00 COME-00 EB-07 FRB-01 INR-05 NSAE-00 TRSE-00

XMB-02 OPIC-03 CIEP-01 LAB-04 SIL-01 OMB-01 /067 W

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O 180845Z DEC 74

FM AMEMBASSY JIDDA

TO USMTM DHAHRAN IMMEDIATE

USMTM USAS RIYADH IMMEDIATE

SECSTATE WASHDC PRIORITY 9607

SECDEF WASHDC PRIORITY

C O N F I D E N T I A L JIDDA 7413

SECDEF FOR ISA, DSA, AND DA

E.O.: 11652: GDS

TAGS: MASS, SA

SUBJ: MIN DEF SULTAN REQUESTS ACCELERATED DELIVERIES OF
MILITARY UNIFORMS AND FIELD EQUIPMENT OFFER

1. AMBASSADOR RECEIVED ON DECEMBER 14 LETTER FROM MIN DEF SULTAN COMPLAINING ABOUT LONG LEAD TIMES AND HIGH PRICES CONTAINED IN USG LETTERS OF OFFER FOR UNIFORMS AND FIELD EQUIPMENT REQUESTED BY MODA (CASES EMQ, EMR, ENW, EML, EMN, AND ENP). SULTAN CITED NUMEROUS CASES IN WHICH PRICES ON LETTERS OF OFFER WERE DOUBLE OR MORE PRICES PAID BY SAG LAST SUMMER WHEN SAMPLES WERE PURCHASED IN WEST GERMANY. OF EVEN GREATER CONCERN, HOWEVER, APPEARS TO BE PROJECTED THREE-YEAR LEAD TIME FOR DELIVERY OF SOME ITEMS.

2. AFTER CONSULTATION WITH USMTM, WE HAVE REPLIED TO SULTAN SAYING THAT PRICE INCREASES ARE REGRETTABLE RESULT OF WORLD-WIDE INFLATION, AND HAVE POINTED OUT THAT SAMPLES PURCHASED BY SAG WERE OFF-THE-SHELF ARMY ITEMS MANY OF WHICH MAY HAVE BEEN MANUFACTURED IN 1960'S. LOW PRICES PAID, THEREFORE, WERE RESULT OF LOWER PRODUCTION COSTS AT THAT TIME AND ARE
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NOT REPRESENTATIVE OF 1974 PRODUCTION COSTS. THOUGH SULTAN

ASKED FOR LOWER PRICES WE HAVE NOT HELD OUT TO HIM ANY SUCH HOPE.

3. WE HAVE, HOWEVER, POINTED OUT TO SULTAN THAT AS EARLY AS NOVEMBER 12 USMTM INQUIRED WITH DEPARTMENT OF ARMY AS TO WHETHER ANY ITEMS REQUESTED BY SAG COULD BE TAKEN DIRECTLY FROM USG STOCKS TO EXPEDITE DELIVERY TIMES. WE UNDERSTAND THIS REQUEST IS NOW UNDER CONSIDERATION BY AMC. WOULD APPRECIATE REPLY TO USMTM ON THIS POINT. WE HAVE ALSO PROMISED SULTAN TO INVESTIGATE POSSIBILITY OF SHORTENING DELIVERY TIMES (HE WOULD LIKE EVERYTHING WITHIN TWO YEARS) ON SOME ITEMS WHICH MUST BE ESPECIALLY DESIGNED AND PRODUCED FOR SAG, BUT HAVE POINTED OUT THAT MARKET FACTORS, NOT THE WILL OF THE USG, ARE THE MAJOR ELEMENT IN DETERMINING HOW LONG US INDUSTRY REQUIRES TO PRODUCE A SPECIAL ITEM. WOULD APPRECIATE DEFENSE INVESTIGATION POSSIBILITY SHORTENING LEAD TIMES AND INFORMING US AND USMTM.
AKINS

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Disposition Date: 28 MAY 2004
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Disposition Reason:
Disposition Remarks:
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